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BOOK TRADE JOURNAL

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The Publishers' Weekly

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July 12, 1913

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"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

BOOK PRICES AND DISCOUNTS TO LIBRARIES.

It is now not only generally admitted but asserted, by booksellers and librarians alike, that bookstores and libraries should form part of the interlocking system of general education and help rather than harm each other. They should be rivals, not in business competition, but only in the friendly work of inducing a larger number of people both to read and buy more and better books. This has not always been the case. Some years ago a well-known librarian went so far as to propose that the local libraries should become the local bookstores, to which the sufficient answer was that a public institution, supported by the public or by endowment funds and free from taxation, should not interfere with private business conducted necessarily under commercial conditions. For the past few years, however, there has been growing an *entente cordiale* among booksellers and librarians, creditable to both; booktrade men have read papers and participated in discussions on this subject in library meetings, and librarians have in like manner had friendly hearing before booksellers' associations. Both divisions of the army of uplift are fighting a common cause; and it would be a pity if, as in the Balkan misery, they should turn from common battle against the powers of darkness to wage internecine warfare.

When, however, one comes to the specific question of book prices and discounts to libraries, there is immediate difficulty; and just now another *impasse* seems to have been reached. We reprint elsewhere the report of the American Library Association Committee

on Book-buying, presented at the Kaaterskill Conference in June, for the information and study of the booktrade. THE PUBLISHERS' WEEKLY has occasionally been criticized for printing "the other side" in this way, on the ground that it thus assumes responsibility for such statements. On the contrary, while assuming no responsibility whatever, it has always seemed to us the more important to print criticisms of the book trade because only by acquainting both sides with the views of the other can any real comity be reached. When, as in the present case, there is much to be said on both sides, each should have a clear understanding of the other's position. The question of discounts to libraries seems to be the apple of discord, or rather "the Pandora's box" of the book trade, overflowing with misunderstanding among publishers, jobbers, retailers and librarians, each with the other. We are dealing now, however, only with the relations between booksellers and librarians.

When the net system came into vogue, a special concession was made to librarians in allowing ten per cent. from net prices, a special concession made in no other case. It was then hoped that the increase in book cost to libraries on copyright books would be nil or negligible or confined at most to eight or ten per cent. This expectation, the librarians say, has not been realized; but even so we do not believe this limit has been greatly exceeded, and according to some library investigations the average price of books is shown to have fallen rather than risen. It is to be remembered—and this is too often forgotten by librarians—that books are almost the only commodity on which there has been no substantial raise of price directly as a result of the general rise caused by the high cost of living.

Now the reason why the book trade clings so tenaciously to the ten per cent. limit as a basis for library dealing is that once further concessions are made, there is danger of a return on copyright books to the old system of large discounts and purely nominal prices which prevails on non-copyright books—and this is to nobody's advantage. The committee of the American Booksellers' Association found the current of trade opinion strongly against any further concession whatsoever. Yet matters have reached a point where the librarians are disposed to make some concession a test of the friendliness of the retail trade. A compromise, if one could be reached which would be just to both parties, is certainly worth careful consideration.

On both sides of the discussion points and arguments have been made which are partly sustained and partly overruled on judicial examination. The librarian thinks of himself as a wholesale buyer, but the retail bookseller points out that as a rule the local library is a purchaser only of a single copy of each book. The librarian claims that the local bookseller is saved bibliographical work, but this, while true of many large libraries, is not true of most of the smaller ones. The bookseller points out that most libraries require books on approval and this, of course, adds to risk and expense.

Might not some such ruling as this, mutually agreed upon, offer a satisfactory and effective compromise? To divide library trade into two classes:

1. On book orders entered definitely and correctly (and possibly also above a certain minimum amount so that the cost of express delivery and bookkeeping should not run unduly high) a discount of not over fifteen per cent. on net books to be allowed.

2. On all other library business, including all orders sent on approval, "pick-ups," orders lacking in bibliographical completeness, etc.—orders, in short, which are the bookseller's despair in his efforts to keep his cost of doing business within a reasonable limit—on all such orders (which do not pay in any sense) even the present discount of ten per cent. to be discontinued.

The rules governing library orders would have to be definitely and exactly laid down in such a case by a joint commission or committee of librarians and booksellers. Possibly a standard order form similar to the official standard bill of lading of the railroads could be prescribed. The immediate result would of course be to raise the standard of form of library orders. Probably within a year ninety per cent. of all library business would qualify for the larger discount. It would seem, however, as if booktrade and libraries would be eventual gainers by the change.

The bookseller naturally emphasizes that an institution where salaries and expenses are paid by the public and there are no taxes should not be too hard upon the retailer who has to earn his honest living and help to support with his taxes that same library. On the other hand, the librarians say that they must buy all the more carefully because they are custodians and trustees of public money. On one point raised by the librarians, there is a question of fact, not easily susceptible of

determination. This is the plea that library business can be done in a back street without the costly rent, service and fixtures of the well-equipped bookstore on the leading thoroughfare. As a matter of fact, the highest rents are often paid where goods are sold cheapest, as in the case of the Childs' restaurants in New York, because the business attracted by such location is so large that the average costs are less than on a back street. There are numerous subscription agencies in country towns where there are practically no expenses for rent and the like; and yet the largest libraries find it to their financial interest to deal with the book dealers in New York who have large overhead expenses rather than with subscription agencies which have scarcely any such expenses at all. From this plea of the librarians proceeds the correlative argument that library business ought not to be charged with the same rate of overhead expense as the other business of the bookstore—a question cognate with the practice of many manufacturing houses in considering that export business can be done at a lower cost because it often consists largely of surplus production, and that thus lower prices can be set abroad than at home. Undoubtedly the cost of doing a retail book business had been underestimated until very recently, and it is most difficult to say whether a special class of business, like library sales, should be counted at the general rate or at a special lower rate of overhead cost. Economically, however, the argument would seem fallacious. No local bookstore can subsist on its library business alone. If its selling machinery be kept up to do library business it should not be at the expense of other lines of sales.

In short, the whole question bristles with difficulties, and demands patience and forbearance on both sides and a thorough understanding on each side of the point of view of the other. If the *PUBLISHERS' WEEKLY* can help to bring about a better understanding by presenting in these columns as fairly as may be, the views of both sides, it can certainly do no better service to the booktrade. Possibly its compromise suggestion may offer an eventual solution.

PUSH collections when money is plentiful because it is easier to get payment then. PUSH collections when money is scarce because there is always a danger of it getting scarcer. PUSH collections because business success depends upon efficiency in that department. PUSH collections.

REPORT OF THE COMMITTEE ON BOOK BUYING OF THE AMERICAN LIBRARY ASSOCIATION.

At the Kaaterskill meeting of the American Library Association, on June 23—28 last, the Committee on Book Buying of the Association submitted the following report:

At the Ottawa meeting of the American Library Association this committee reported simply progress, without giving details of its work during the past year, but it had submitted the following report to the Executive Board, which we now submit to the Association at large, and follow it up with a further report of the action of your committee during the past year.

To the Executive Board of the American Library Association.

The A. L. A. Committee on book buying met with a committee from the American Booksellers' Association in Cleveland on May 13, 1912 for the purpose of discussing book prices and discounts to libraries. As it was found impossible to come to any satisfactory understanding before the annual meeting of the associations, it was decided to make only a report of progress. It was, however, further agreed that a more detailed report should be made to the Executive Boards of the associations to ascertain if the Executive Boards deemed it wise that the discussion should be continued.

The Booksellers' Association at its annual convention held in New York in May has accepted the report of progress, and has re-appointed its committee.

During the year 1910-11 your committee had much correspondence with the officers of the American Booksellers' Association, with the librarians and with the booksellers throughout the country on questions of the upward tendency of book prices and the efforts which were being made to decrease the discounts to libraries.

At a meeting of the American Booksellers' Association held in May, 1911, a committee on "Relations with libraries" was appointed to take up the matter with the committee of the A. L. A. Shortly after this committee was appointed, your committee asked that a time be set for a meeting. As the chairman of the Booksellers' committee was abroad, the matter was postponed until September. In September the A. L. A. committee was asked to prepare a statement and submit it to the committee of the American Booksellers' Association, to which they agreed to make a reply, the two papers to form the basis for a discussion at a meeting to be held as soon as the Booksellers' reply had been prepared. We submitted the statement requested in October, 1911. Although repeated requests for a reply were made, we did not succeed in getting a copy until March, 1912, and notwithstanding repeated requests for a meeting to discuss the matter, none was held until May 13, 1912, on the eve of the annual conference of the American Booksellers' Association.

We attach a copy of the statement made by your committee and the reply by the com-

mittee of the American Booksellers' Association. The attitude of the members of the committee of the Booksellers' Association at the meeting referred to did not differ from that taken in the reply excepting that they were willing to modify the expressions in the reply to a considerable degree. It urged that special attention should be given to the tables of business loss and profit, which had been prepared in the bookstore of Brentano's. In connection with these figures the net books should be most considered so far as the new books are concerned. At the present rate of increase of books so issued it will be but a short time before all books are so published.

Your committee was asked to admit that it was morally wrong to demand that the booksellers should do business at any such profits, or loss, shown by these figures. Your committee did not feel that it was justified in taking that position, nor would it be even if it were more certain of the accuracy and fairness of the figures.

Without doubt there is much that is wrongfully asked or required of the booksellers by some of the library people, which must of necessity add materially to the cost of doing business, but this, we believe, should be paid for by those asking the special favors, and should not be covered by a regular charge upon all library business. There was much to be said in favor of the booksellers' increase of prices if it needs to cover such expenses.

On the other hand, it is thought that the bookseller is not justified in all of the increases which have been made in the prices of books to libraries; as, for example, the discounts now allowed to libraries from prices of the net fiction and net juveniles.

It is believed that, with the right spirit of co-operation, there are certain changes that might be made which would help the bookseller, as well as the librarian. If what we understand to be the present attitude of the booksellers remains unchanged, if they are unable to give as well as to take, your committee feels as though the discussion might as well come to an end. We believe that there exists considerable difference of opinion among booksellers as to the justice of the terms now being offered to libraries as large buyers of books.

It will be a matter of great regret if there cannot be established most cordial relations between the libraries and the Booksellers' Association. At the same time, we do not think that the A. L. A. should establish such relations upon terms made wholly for the benefit of the booksellers.

We think that the Executive Board should know the present condition of the negotiations, so that it might, if it sees fit, instruct its future committee.

(Signed)

WALTER L. BROWN,
CARL B. RODEN,
CHARLES H. BROWN.

Committee on Book Buying.

[As a part of its report the above committee presented the following documents]:

STATEMENT MADE BY THE COMMITTEE ON
BOOK BUYING OF THE AMERICAN LIBRARY
ASSOCIATION TO THE COMMITTEE ON RELA-
TIONS WITH LIBRARIES OF THE AMERICAN
BOOKSELLERS' ASSOCIATION, OCTOBER, 1911.

To the Committee on Relations with Libraries,
American Booksellers' Association.

GENTLEMEN:

We send you herewith a brief statement of the position of the Book Buying Committee of the American Library Association in relation to the subject which we hope to discuss with you.

The relations between libraries and the book trade should be placed upon a business basis, and the discussion of them upon any other ground is not asked for by the libraries.

There is no question as to the desirability and the necessity of improving the conditions of the book trade, and we are in sympathy with the apparently successful efforts now being made toward that end.

The libraries ask that at this time of reorganization and radical changes a careful and just consideration should be given to their claims as large buyers of a special character. This has always been recognized in the past, and is the reason for the special discounts allowed them by the booksellers.

The library trade as a factor in the book business is of increasing importance. While it may not be considered as "Wholesale business" if, as it is claimed, that term implies the purchase in quantities of single titles and involves a business risk in such purchases, yet it differs so much more from the character of the retail trade that in the new adjustment of discounts there would seem to be little justice in charging against it the expenses of retail trade.

We believe that the amount of library trade, and its peculiar character warrant your association in having appointed a committee to consider its claims.

In dealing with libraries many of the largest items of the expense involved in the conduct of the retail business are wholly unnecessary. It can be conducted as well by dealers on back streets or in lofts as it can be by those who have the most luxurious and expensive stores to attract the retail trade, it does not call for the advertising of their wares by the dealers; all skill of salesmanship is eliminated, and no accounts have to be charged off because of failure.

It is claimed that there are other expenses as great, perhaps, as those mentioned, which are peculiar to the library trade, but in reality are not called for in the business of many libraries, and while, perhaps, they are customary, they are really necessary in but few cases, if any. These expenses would seem to be rather the result of bookselling methods than because of any peculiar demands of the business. These "bad features," as they were called in your recent convention, were pointed out as being

- (a) Very slow pay,
- (b) Its approval feature,
- (c) The practice of asking for competitive bids with the lack of ability to judge squarely of such bids.

We cannot see that any of these features are of vital importance to the library. To many libraries, as we have said, they do not apply at all, and probably others would be better off if they were not allowed by the trade.

The "approval feature" which was made much of by one of your officers, is, we believe, quite as much the fault of the dealers who wish to urge the sale of their stock as it is the fault of libraries who wish to examine the books before purchasing. Many books are sent out to libraries on approval which have already been passed upon, or are entirely outside the range of their purchase, and involve an expense of time to the library, which is forced upon it by the bookseller.

We agree that no library should ask for competitive bids on itemized lists, for the gain to the libraries who do this is much smaller than the expense involved. It is probable that such lists would show a lack of bibliographical detail and would require much time in wasted effort on the part of the bookseller. Library authorities purchasing books in this manner might, perhaps, be expected to show a "lack of ability to judge squarely of such bids." We believe that the bibliographical work of the bookseller in searching for the best (or more often the cheapest) edition to quote on such a list is the most expensive work the bookseller would have in this trade. Such work is wholly unnecessary, as the selected lists of recommended books published by the American Library Association, as well as those published by the state and local associations and the large libraries, are in the habit of stating the edition, the publisher's name and the price. It is safe to say that all libraries are supplied with such bibliographical aid to the extent of their needs and purchases.

This question, however, has little to do with the trade of the libraries conducted according to modern methods. The best libraries do not send out for competitive bids on itemized orders, and they do place the necessary bibliographical detail on their orders, and we might add that their officers are fully capable of judging squarely the editions supplied and the price quoted.

We should like to see the book trade classify the library business as peculiar to itself. Taking the best library trade as a standard, it might suggest some requirements which should be asked for in return for obtaining the library discount. If the business is free from these faults with which it is more or less justly charged, it should be profitable to the bookseller.

We believe that libraries have a right to protest against the increasing charges made to them for the passing of the books of the publishers through the hands of the booksellers, and that some concessions should be made in the discounts now granted. We believe that there is ample room for increasing the booksellers' profits by the reformation of their methods, or perhaps we should say the library methods, which are now accepted by them. The general increase and the tendency toward further increases in the charges for the handling of books for libraries by the rules of your association we believe to be unjust,

and that we are fully justified in asking that a careful consideration be given to this question with a view toward making more liberal discounts to this trade.

We do not believe that the last move of your association in making the same discount on net fiction as upon other net books is warranted, for we think it would be only fair to grant the libraries a proportion of the larger profit which the bookseller receives by reason of the extra discount allowed by the publishers on net fiction. If no other concession is made, we believe that a better price should be offered to libraries on their purchases of net fiction.

We should regret to have the booksellers take action which would give the libraries the impression that their trade was a burden to the booksellers; that the members of your association required a larger profit from them than what is amply satisfactory to the jobbing trade and many dealers.

It is to the interests of the library to foster friendly relations with the local booksellers. We believe that together they can be of more service than when working against each other; it is good for the community; we believe that it is also to the interests of the booksellers to keep the library trade, not only because of sentimental reasons, but because it pays. Not only are the library accounts practically guaranteed and the requirements of display, advertising and salesmanship minimized, as we have already stated, but the library is often the only buyer of many books which are received by the booksellers. No other one customer keeps the stock moving to such an extent as the library. None other wears out books and calls for so many duplications after the period of popular demand, taking from the bookseller's shelves books which he need not re-stock. Much of this kind of trade prevents actual loss which the bookseller would have without the library customer.

We are not at all convinced that the booksellers are losers in the library trade, nor do we wish to be placed in the position of receiving special favors. The libraries like to feel that the booksellers are giving them fair prices so they will not be constantly shown by out-of-town dealers how much cheaper they might have bought their new books by waiting a brief time after publication.

Wide margins of profit always lead to the cutting of prices unless the trade is absolutely controlled, which is not the condition in the book trade at this time.

We wish to be in a position to urge all libraries to buy of the regular dealers in their localities, and trust that your committee may be able to see some way of recommending further concessions to the library trade.

ANSWER TO THE FOREGOING STATEMENT.
To the Committee on Book Buying of the American Library Association:

1. We agree that the relations between librarians and booksellers should be on a business basis, and that there is no question as to the desirability of improving the condition of the book trade.

2. We are in hearty sympathy with the

desire of the libraries, that a careful and just consideration should be given to their claims for better discount as large buyers collectively of a special character.

3. It is the most earnest desire of the book trade to be absolutely fair and just toward the libraries. We fully and most sincerely believe that the libraries would not for a moment desire or expect that their purchases should be made at the sacrifice of a trade, whose very existence depends on what reasonable profit can be made by them in their business transactions.

4. The libraries believe that the booksellers can make better discounts than they do now, if they carry on their business along the lines indicated by them, while the booksellers claim that the present condition of buying and selling prohibits them from making a profit, but is actually productive of loss, and that the method proposed by the libraries is not possible.

5. The booksellers are of necessity the agent of the publisher. If his business is not self-sustaining, he must fail. The reduction of real booksellers, by a most liberal construction of what constitutes a bookseller, from about 3,000 when our population was 40 millions to about 2,000 with our population at 90 millions, is evidence of the truth of this assertion. The booksellers are entitled to sell to everyone who buys books, libraries or others.

6. The libraries are not booksellers, therefore they are not entitled to booksellers' discounts, which they are now getting from certain sources. Thus, booksellers are deprived of the library business.

7. The bookseller is an important factor in any community in which he is placed. He is taxed by city and state. His educational influence cannot be estimated. His capital, his brains and physical effort are all invested in making his business a success. To do so, he needs reasonable profits, and it is business folly to do any part of his business that results in a loss.

8. A great majority of the libraries are created and supported by direct taxation, by charitable contribution, endowment, legacies and the like. It is true, the libraries have to be conducted in a careful, business-like way, simply keeping within their means. Doing this, they are free from the bookseller's anxieties and difficulties as a merchant.

9. The unique position enjoyed by libraries in the community as to their capital and freedom from commercial risk, and exemption from taxation and rent, has raised the question: "Why should they receive discounts on books?" Do they, as libraries, get special discounts on their building, their shelving, light, heat, electricity and supplies, etc., etc.?

10. The libraries state that in booksellers dealing with libraries many of the largest items of the expense involved in the conduct of the retail business are wholly unnecessary.

"It can be conducted as well by dealers on back streets or in lofts as it can be done by those who have the most luxurious stores to attract the retail trade; it does not call

for the advertising of their wares by the dealer; all skill of salesmanship is eliminated and no accounts have to be charged off because of failure."

11. The bookseller establishes himself in every community, in such locations as will attract trade—generally the best—limited only by his capacity to pay rent and expenses. This is vital to his success. A bookseller locating himself on a *back street* for the purpose of doing business to enable him to give the library a large portion of his small earnings would speedily end his career. He could not get enough library business to exist on and his chances of doing a general retail business, on a back street, would be very small indeed. He would become solely a 25 per cent. or 30 per cent. buyer, 10 per cent. which he gives to the libraries, with a possible 28, 25 or 20 per cent. expense account. We do not believe that the libraries would knowingly ask anyone to do business under such circumstances for their benefit. Will the libraries figure this out?

12. Presuming, for the sake of argument, a bookseller does locate himself on a back street for the purpose of doing library business: He *must* be a bookseller to get a *whole-sale rate*. A mere agent not carrying stock, but simply buying on orders, would not be supported or supplied by the publishers, as he does not carry stock or assume the risk of the business.

13. He would therefore have to carry a reasonable amount of stock to be considered a bookseller. The libraries may not know that the discount given the bookseller is qualified by the quantity purchased of each item. Thus, the average trade discount now prevailing on net books and net fiction is 30 per cent. in small quantities. If he purchases 10 to 25 copies of a title, he gets an extra 5 per cent. If he purchases 50 to 250 of a title (according to the publisher and the book offered) he gets an extra 10 per cent. The libraries familiar with this discount, and being misguided as to the results, argue that a better discount than they now get should be given them by the bookseller. We have not included here the great number of books, published at such discounts as 25 per cent., 20 per cent., 15 per cent., and even 10 per cent., to which must be added transportation and other charges. More of such books are bought by libraries than by the retail buyer, such as educational books, scientific books, medical books, law books, subscription books, etc.

14. Now this is what really happens to the man on the *back street*, as well as to the *bookseller* on the principal thoroughfare. It is safe to say that out of the purchase of 100 new books of any one house, say for a period of a year, about 90 per cent. would have to be bought in small quantities at a discount of 30 per cent., about 5 per cent. at the extra 5 per cent. discounts, and 5 per cent. at the extra 10 per cent. discounts. Thus, buying 90 per cent. of his stock at 30 per cent. and selling to libraries at a discount of 10 per cent. leaves 20 per cent. to do business, with an average expense cost to the bookseller of

28 per cent. on every dollar of sale. *The 10 per cent. at better rate would improve matters very little*, as can readily be seen. It does not seem as if the bookseller could make better discount than he does to the libraries and it really is a question whether he is justified in giving as much as he does now, if able to give any at all, except at a loss to him.

15. The theory has been advanced by the libraries that all their business should be considered by booksellers as an *independent element* in the business and not chargeable with the 28 per cent. cost per dollar of sale, but that the library business should be charged with a much less ratio of expense, thus enabling the bookseller to gratify the desire of the libraries for a further discount. They base this proposition on the following claims:

1. It does not call for the advertising of their wares by the dealer.

2. All skill of salesmanship is eliminated.

3. No accounts have to be charged off because of failure.

The facts are that the smaller libraries, and to some extent the larger libraries, are constantly supplied by publisher and bookseller with circular matter regarding new and forthcoming publications, letters and personal visits as to special publications, as well as sending the new books, as issued, on approval, at considerable cost and trouble, and some loss of sale, because books are not available for display to possible buyers who visit the dealer's place of business. The proper handling of library orders to any reasonable extent requires skilled clerks with good knowledge of books, the use of catalogs and the ability to work out titles correctly that are incorrectly given, and which is so often done. It is true that no accounts have to be charged off, but library accounts require much care and trouble in making duplicate and triplicate vouchers, many have to be sworn to before notaries, in some cases depositing money as security that goods will be supplied at prices quoted, and generally a long wait before the bills are paid, and many minor troubles annoying to both libraries and dealers.

16. As a business proposition, the making of a library department a separate one from the business, and determining its exact cost of maintenance, and basing the library discount thereon is not feasible, for the reason that the bulk of its operations are so interwoven with the business, requiring the assistance of the entire force at many stages that it would be impossible to pick out and determine what each operation costs. Again, the profits and loss of a business can only be finally determined at the end of the fiscal year, when the stock is taken, and the books closed—a very anxious moment indeed for the bookseller. He then knows, to his joy or sorrow, how much it has cost him to make one dollar of sale, and what profit or loss he has made on each dollar of sale, on every class of merchandise he has sold, the library trade included. This percentage of sale is his guide for the following year, and as a good business man, he must eliminate every

class of merchandise he sells that does not produce some profit. No business can work successfully otherwise.

17. The following table will show the various ramifications of a special library department in the business, if carried out as proposed. What suggestions would the libraries make in a case like this?

WORK OF THE LIBRARY CLERK.

Clerks.

Writing to libraries for trade.

Sending circulars and book information to libraries.

Certain reference catalogs.

Receiving order for estimate and price.

Looking up same and selecting editions and pricing.

Writing to publishers about special books to be priced.

Correcting librarian's errors.

STORE ASSISTANCE.

Correspondence in general.

Typewriters, machine, paper, etc.

Advertising for out-of-print books and general advertising.

Assistance of other clerks.

Order department and laying out order and getting shorts.

Receiving department.

Bookkeeping department.

Packing and shipping department.

Catalog—reference.

Freight and express on goods bought.

Returns and credits.

Postage.

Loss on bad accounts.

Theft.

Depreciation of stock.

Rent.

Heat.

Light.

Care and keep of store.

Salaries and wages.

Interest.

Store supplies.

Insurance and taxes.

Auditing.

Cost of books on approval—going and coming.

Good will and reputation.

18. The libraries state that

They have a right to protest against the increasing charges made to them for passing of the books of the publishers through the hands of the booksellers, and that some concession should be made in the discounts now granted.

19. In this, the libraries should consider they are not a *trade* organization, who, like the booksellers, depend on their trade for a living. Publisher and bookseller are one in interest—producer and distributor, and it is economically proper that the publisher's product should pass through the hands of the bookseller, and to whom?—to their clientele, the public. What relation does the library have to the bookseller, other than as a buyer, the same as the rest of the community? It is claimed that libraries are large buyers collectively, but the general public are larger buyers collectively, by many millions of

dollars. If the library theory holds good, would not the same theory hold good if the citizens of each community were to combine in their purchasing and demand discounts accordingly? Would this not result in the booksellers' sudden and complete annihilation, instead of a gradual one, as it has been?

20. As to the "increasing charges," there is no more increase to the libraries than to the general public. What brought about these "increasing charges?" The necessity of self-preservation of both publisher and bookseller. Till the beginning of the *net* system and for some years thereafter books were published at the traditional prices of more than fifty years ago (and later a period of ruinous competition to the bookseller) the discounts to the trade remaining about the same, and this in spite of the fact that the cost of everything pertaining to book-making and its selling had greatly increased, and had not advanced in price, while almost every other article of merchandise, labor, material and the necessities of life, has greatly increased in cost, and increased in selling price.

21. The libraries state:

We should regret to have the booksellers take action which would give the libraries the impression that their trade was a burden to the bookseller, that your members required a larger profit from them than what is amply satisfactory to the jobbing trade and many dealers.

22. The booksellers do not feel that the libraries are a burden to them. They are anxious to have trading relations with them, but on a mutually satisfactory basis. The library does not need profit for its existence, supported as it is, but the bookseller needs it for his *very* existence. Were the libraries aware of the actual facts of the case, they would undoubtedly learn to their surprise that the trade done by "the jobbing trade and many dealers" was anything but satisfactory, and were their dealings with the libraries closely analyzed they would find they had made small profit, if not loss, on the total of the books sold to them. The dealers have only shown existing conditions, and have asked for relief.

23. The libraries are not sole buyers of net books. A very large proportion of their purchases are of non-net books, which are sold to them at little or no margin of profit, and at the same discount as the booksellers get. This is ruinous competition.

24. Why, then, do the trade desire library business under existing conditions? They do not seek this business for its profit-making on general publications, regular and net, for that is almost nil, but for such stock as can be bought at much better discount than the regular trade rates, such as jobs and the like, that they can sell the libraries, and also for the real value of the libraries to the bookseller that their orders often enable him to dispose of certain stock—even at cost—which might take a long time to dispose of. Finally, there is a certain amount of pride—surprising as it may seem—that the bookseller has. He wants to sell the library in his own community, he wants to do all the business of his

community, and he feels it keenly that his library is the only one with whom he cannot do business, except at a very small profit or loss; and which trade goes to some other town or state.

25. We trust we have made clear to the libraries the exact business situation as it relates to the bookseller, jobber, and the like. To some extent, what is stated here is no new story. The general assertion has been made by the bookseller that the library business is unprofitable, while the libraries state they believe otherwise is or should be the case, and suggest their ideas as to a remedy.

26. It can be proved, we think, to the entire satisfaction of the libraries, that in spite of the net system and corresponding maintenance of price, the bookseller, jobber and the like, will be happy indeed if he can show the smallest margin of net profit as a result of a year's work in selling regular and net books to the libraries and the public as well.

27. The booksellers, jobbers and the like desire the library business. They believe that it rightly belongs to them in their own locality, and to no one else, be they large or small.

28. They believe the discount given to libraries by booksellers, jobbers and the like, should be uniform the country over, and leave a small margin of profit to the seller.

29. They believe that competitive bidding by the libraries has been detrimental to booksellers, jobbers and the like, as well as to the libraries in many ways, direct and indirect.

30. They believe that the libraries desire to be fair in this matter and not ask for unreasonable terms, and that a knowledge of the real facts of the case of the condition of the booksellers, jobbers and the like, will convince them that the booksellers, jobbers and others are doing all, if not more than they can, in giving the libraries a discount of $33\frac{1}{3}$ per cent. on regular books, and 10 per cent. on net books, as at present.

31. Booksellers, jobbers and the like fully believe that they can be of great assistance to the libraries and the libraries to them, and it is their earnest hope that close and harmonious relations may be brought about, and that they will do all in their power towards it. The booksellers most heartily endorse the great and good work the libraries perform to the community, and from a selfish point of view, the bookseller freely admits the great assistance derived by them from the influence of the libraries in creating a desire for reading and the possession of books, and the general educating and elevating of the community, and the bookseller also feels that his presence in any community is likewise educating and elevating and that his interests should be reasonably conserved.

32. The booksellers complain that when libraries become publishers, as many of them do, they make their prices net but give the trade little or no discount therefrom. Such books sold by the bookseller, cost him considerable in addition to the published price.

33. They cordially invite the librarians

to go into any facts and figures they may desire to be informed about, as to the cost of booksellers doing business and as to the conditions affecting the relationship of both, with a view that all difficulties may be removed, to our mutual satisfaction.

34. We are pleased to learn that the libraries believe—

1. The approval feature can be dropped.
2. That no library should ask for competitive bids on itemized lists.

3. The bibliographical work is entirely unnecessary by the bookseller and can be dispensed with.

4. That the relations between libraries and the book trade should be placed upon a business basis.

5. That there is no question as to the desirability and the necessity of improving the condition of the book trade, and that they are in sympathy with the apparently successful efforts now being made toward that end.

BOOKSELLERS SELLING TO LIBRARIES AND THE RESULT, IN PROFIT AND LOSS TO THE BOOKSELLER.

[The Booksellers' Association Committee submitted also the following figures and tabulations:]

THE following tabulation is compiled, from actual purchases made from four prominent publishers, by a large bookseller, during a period of one year. These purchases included books in all classes of literature, fiction, biography, science, travel, etc., etc., which would fairly represent the book purchases of a number of libraries for the period of one year. These books were bought at varying discounts, viz.:— $2/5$, $2/5-5$, $2/5-10$, $1/4$, $1/4-5$, $1/4-10$, $3/10$, $3/10-5$, $3/10-10$, $1/3$, $1/3-5$, $1/3-10$. Every advantage was taken, where possible, to obtain by quantity buying, the extra 5 and 10 per cent. given by the publishers. The amount bought of these four publishers at published price was about \$37,035.87, which cost the bookseller about \$24,000.00, and included both regular, net and special books.

Let us assume that this bookseller sold these books from his stock to the libraries, at a discount from the published prices, on regular books, of $1/3$ and a discount of 10% from the published prices of *net* books.

It is here shown, what the result of the operation would be to the bookseller, as to profit or loss. The cost point of doing business by booksellers the country over, has been fairly well determined to be on the same average, 28% per dollar of sale. This may fluctuate according to circumstances and location, between 30% and 25%. In order, however, to clearly and fully cover all possibilities in the matter, the expense per dollar of sale has been calculated at 28%, 20%, 15%, 10% and 5% per dollar of sale.

In all these calculations per dollar of sale, no allowance is made for depreciation of stock, fixtures, bad accounts, etc., etc.

It is hoped that a careful analysis of this table will help solve the library problem.

TABLE NO. 1.

	Published Price	Discount to Libraries	Sold to Libraries at	Cost to Booksellers	Cost per Dollar of sale	Total Cost	Loss	Gain	Total Loss	Total Gain
Cost per Dollar of Sale 28%.										
Non Net	15,935.85	1/3	10,623.93	9,145.56	2,974.70	12,120.26	1,496.33			
Net	21,099.98	1/10	18,989.99	14,854.44	5,317.19	20,171.63	1,181.64		2,677.97	
Cost per Dollar of Sale 20%.										
Non Net	15,935.85	1/3	10,623.93	9,145.56	2,124.78	11,270.34	646.11		308.55	
Net	21,099.98	1/10	18,989.99	14,854.44	3,797.99	18,652.43		337.56		
Cost per Dollar of Sale 15%.										
Non Net	15,935.85	1/3	10,623.93	9,145.56	1,593.59	10,739.15	115.22			
Net	21,099.98	1/10	18,989.99	14,854.44	2,848.40	17,702.93		1,287.06		1,171.84
Cost per Dollar of Sale 10%.										
Non Net	15,935.85	1/3	10,623.93	9,145.56	1,062.30	10,207.95		415.98		
Net	21,099.98	1/10	18,989.99	14,854.44	1,898.99	16,753.43		2,236.56		2,652.54
Cost per Dollar of Sale 5%.										
Non Net	15,935.85	1/3	10,623.93	9,145.56	531.19	9,676.75		947.18		
Net	21,099.98	1/10	18,989.99	14,854.44	949.49	15,803.93		3,186.06		4,133.24

TABLE NO. 2.

The following tabulation is compiled on the same basis as Table No. 1, but showing the result to the bookseller, as to profit and loss, if the bookseller increased the discount to the libraries, on regular books, from 1/3 to 2/5, and on net books from 1/10 to 1/5.

	Published Price	Discount to Libraries	Sold to Libraries at	Cost to Booksellers	Cost per Dollar of sale	Total Cost	Loss	Gain	Total Loss	Total Gain
Cost per Dollar of Sale 28%.										
Non Net	15,935.85	2/5	9,561.53	9,145.56	2,677.22	11,822.78	2,261.25			
Net	21,099.98	1/5	16,879.99	14,854.44	4,726.39	19,580.53	2,700.54		4,961.79	
Cost per Dollar of Sale 15%.										
Non Net	15,935.85	2/5	9,561.53	9,145.56	1,434.22	10,579.78	1,018.25			
Net	21,099.98	1/5	16,879.99	14,854.44	2,531.99	17,386.13	506.14		1,524.39	
Cost per Dollar of Sale 10%.										
Non Net	15,935.85	2/5	9,561.53	9,145.56	956.15	10,101.71	540.18,			
Net	21,099.98	1/5	16,879.99	14,854.44	1,687.99	16,542.43		337.56	202.62	
Cost per Dollar of Sale 5%.										
Non Net	15,935.85	2/5	9,561.53	9,145.56	478.07	9,623.62	62.10			
Net	21,099.98	1/5	16,879.99	14,854.44	843.99	15,698.43		1,181.56		

REPORT OF THE BOOKBUYING COMMITTEE OF THE AMERICAN LIBRARY ASSOCIATION, 1912-13.

IN November, 1912, your committee was notified by the secretary that the executive board asked it to continue its negotiations with the committee on libraries of the American Booksellers' Convention.

A meeting with the latter committee was immediately arranged for, and such meeting was held in New York City on November 25, which was attended by two representatives of the Booksellers' Association and by two members of the Committee on Book Buying of the A. L. A. A discussion lasting over three hours, when all details and conditions were gone over, resulted in a definite agreement, the ratification of which the committee of the American Booksellers' Association promised to recommend to that Association.

This agreement was in the nature of a small concession on the part of the Booksellers' Committee. While the concession was small, it was accepted as at least showing a disposition on the part of the Booksellers to co-operate with the libraries in the promotion of a better feeling between them. The Book-

sellers' Committee agreed to allow the libraries a discount of 15% from the net price on new fiction, instead of 10%, which is now allowed. The 15% discount was to be given during the calendar year in which the novel was published, as given on the title page.

A few days after this agreement was made, the acting chairman of the American Booksellers' Association committee announced that he could not carry it out, because of his finding that the booksellers could not afford to do what he had promised to recommend, and at that time submitted figures which he thought proved his contention. These figures differed in no particular from those which were formerly submitted, and which are a part of this report, and which, we believe are on a false basis of an exaggerated cost of doing library business, and of misleading statements as to discounts allowed by the publishers to booksellers on new fiction.

At the annual meeting of the American Booksellers' Association, which was held in May of this year, a statement was made by its committee on Relations with libraries, but this statement does not form a part of the

published report of the proceedings of the convention, and your committee has not been able to obtain a copy of the stenographer's notes. The acting chairman of the Booksellers' Committee informs us that he made no report, but that he submitted and supplemented the foregoing statements of the committees, with quotations from the correspondence of the two committees. It, therefore, probably differed but little from the original statements made by the two committees.

We would, therefore, call your attention to the reasons given in the Booksellers' "Statement" for holding the uniform higher prices which the libraries are paying for books because of the short discounts allowed by the Booksellers' Association. As the position taken by the Booksellers' Association is not agreed to by all of the individual booksellers, such action may or may not be looked upon as a "restraint of trade."

The estimate of the cost of doing business by retail booksellers is 28%, and the contention is that no profit is made from any item which does not net them a sum greater than 28% above cost. This would mean that they wish to force the libraries into becoming retail customers because library business as a wholesale trade is regarded by the retail booksellers as too costly, and the Booksellers' Committee believes that it should not be welcomed by them. All booksellers do not take this view any more than they would wish to endorse that expressed in paragraph 8 of the "answer" of their committee, which reads as follows: "A great majority of the libraries are created and supported by direct taxation, by charitable contributions, endowments, legacies and the like. It is true that libraries have to be conducted in a careful, businesslike way, simply keeping within their means. Doing this, they are free from the booksellers' anxieties and difficulties as a merchant."

Your committee believes that there is no question as to the desire of all libraries to encourage good feeling between the booksellers and themselves, nor is there any question as to the desirability of having a bookstore in every community.

We believe that the local booksellers should be encouraged, but not at the expense of the taxpayers through the library.

The libraries, as wholesale buyers, should, we believe, be allowed greater discounts on the net books. As the retail booksellers seem not inclined to make any compromise, we believe that your committee on Book Buying might, in the immediate future, be of service to the libraries by calling their attention to the advantages of buying many replace books from booksellers who are desirous of obtaining and keeping the library business and to those who deal in remainders and second-hand books, both here and abroad.

Inasmuch as the Booksellers' Committee on Relations with Libraries did not keep its verbal promise, and has reassumed its former position which allows no concession whatsoever, although asking and expecting co-operation from the libraries, we believe that there is nothing to be gained by further negotiations with the Booksellers' Association Committee

on Relations with Libraries as it is now constituted.

Respectfully submitted,
WALTER L. BROWN,
CARL B. RODEN,
CHARLES H. BROWN.
Committee on Book Buying.

RAPHAEL TUCK & SONS COMPANY, LTD., OF NEW YORK, MERGED WITH LONDON HOUSE.

THE President of the New York house of Raphael Tuck & Sons Co., Ltd., the late Mr. Charles Kaufmann, died some months ago and various changes in consequence were necessitated. Sir Adolph Tuck, Bart., the Managing Director of the London House, has been in this country for the past few weeks with his son, Mr. Desmond Adolph Tuck, and negotiations, incorporating these changes, have now been completed.

The shares of the American stockholders have been acquired by the London Company and henceforth the business will be carried on under the Presidency of Sir Adolph Tuck, Bart.,—who has since returned to England—with Mr. Gustave Tuck as Vice-President, and with the remaining members of the London Board of Directors, namely: Mr. Desmond A. Tuck, Sir Arthur Conan Doyle, and Mr. Alfred Parsons, R.A., as directors also of the American Company. In addition to these gentlemen, Mr. Louis Herman, Mr. Milton Greenbaum, and Mr. Norvin R. Lindheim, have been appointed directors of the new organization. An Advisory Board is also being instituted on exactly the same lines as exist in the London House, this consisting of the principal members of the New York staff, who will meet regularly with the directors and discuss matters of interest to the business.

Mr. Desmond A. Tuck, who has also been appointed Secretary and Treasurer, and who will take over the management of the business, has been closely associated for some years past in London with the publishing as well as with the managing end of the London business, and it is felt that with the support of the London House as regards publications, as well as with the American Specialties, of which it is proposed to make an important feature, the lasting and permanent success of the American Tuck Company is assured.

NEW YORK OFFICE FOR McCLURG'S.

A. C. McCLURG & COMPANY have established a New York office at 354 Fourth avenue with A. Wessels in charge, Mr. Wessels having severed his connection with the Baker & Taylor Company, July 1, to take up his new work. The Eastern trade of A. C. McClurg & Company will hereafter be supplied from New York.

BRITISH BOOKSELLERS MEET.

THE annual meeting of the Associated Booksellers of Great Britain and Ireland was held recently at Torquay—their first visit to the west of England.

SPREAD OF NET SYSTEM.

A synopsis of books published during the year had again been compiled. The following schedule showing the continued progress of the net system.

	Regu- lar Books	Total £	Pub. s.	Price. d.	Net Books	Total £	Pub. s.	Price. d.
1901.	5675	1211	8	7	2322	983	3	4
1902.	6091	1239	10	11 ½	3050	1247	15	10 ½
1903.	5198	951	6	10 ½	3581	1567	11	3
1904.	5382	994	5	11	4303	1550	19	5
1905.	5621	847	18	6 ½	4617	1480	12	8
1906.	5843	814	2	1	5136	1646	18	7
1907.	4926	872	17	5 ½	5426	1643	14	0
1908.	4215	791	0	7	5658	1718	4	10
1909.	4688	757	2	0 ½	5607	1653	1	0
1910.	4255	691	2	7	6071	1776	7	3
1912.	3182	652	4	7	7091	1953	17	5 ½

The President of the Association, Mr. Keay, in his opening address called attention particularly to the tendency of publishers to endeavor to secure business direct from the public. With the rapid multiplication of publishing houses in England, he pointed out, competition between publishers was getting so severe that it was hard for even the old-established firms to keep from stepping over the line in this respect.

CIRCULARIZING BY BOOKSELLERS
RATHER THAN PUBLISHERS.

Mr. Keay pointed out that, since the introduction of the net system, booksellers had been at once enheartened to put forth selling efforts and financially enabled to do so. He commended the growing practice of direct circularization by the booksellers themselves under their own imprints rather than by the publishers, such advertising proving from experience more efficient and more valuable to the bookseller. He said he had noted that "where a select list of customers is kept by booksellers, and particular customers are circularized and kept up to date with regard to the particular books they use, the bookseller obtains the order. If, on the other hand, the publishers find they have to offer practically to this particular customer, I am afraid the temptation is for them to do the business rather than the bookseller." He added that he put this forward as a warning with the earnest hope that the booksellers would realize that they had to do more than stand behind the counter waiting for customers—they had to find them and bring them in.

At a subsequent business session all the officers of the Association were re-elected for the new year. Mr. Keay, president; Mr. H. J. C. Alden, of Oxford, secretary; and Mr. F. Hanson, treasurer.

In the afternoon the members were driven round, as the guests of the Western Branch, the beauty spots of Torquay, including the famous Lincombe Drive, Anstey's Cove, Babacombe and the Rocky Valley to Tone Abbey. All the art treasures of the house, the private chapel, crypts, etc., were inspected, and then after tea the party proceeded through the gardens, where are the remains of the fine old Premonstratensian Abbey, founded in 1196.

HALL CAINE CONDEMNS CHEAP BOOKS.

Hall Caine was a speaker at the annual dinner of the Association that evening, responding to the toast, "The Associated Booksellers." He made a serious attack upon the cheap book, the "seven-pennies," the more significant because Mr. Caine has been an exponent of cheaper books. "They have," he said, "a serious economic aspect for authors, publishers and booksellers. The sevenpenny book is not an article of commerce which can stand by itself and give a living wage to everybody concerned in producing it. This means that if every book were a sevenpenny book, the trades of author, publisher, bookseller, printer and binder would come to an untimely end.

"The position which the bookseller now stands in with regard to the six-shilling book is distinctly worse than it was before the sevenpenny book began. You had your grievance then, which was that within six months some of your own trade were underselling you. But now you have a worse grievance—you are often asked to undersell yourselves. Within a few months of the time when you have bought a six-shilling edition of a book, you are asked to sell a sevenpenny edition of it. What chance have you in selling your six-shilling book? What inducement have you to buy and sell the six-shilling book? And yet your only substantial trade profits come from the six-shilling book."

Mr. Caine pointed out some of the peculiar disadvantages under which booksellers, as compared with other tradesmen, labor in buying stock; deplored the cumulative overproduction of books now going on in almost every country; and had something to say about the book censorship.

About eighty members and their wives spent a memorable time in Exeter on the Monday (after an important Council meeting), being the guests of the Exeter booksellers. After a further Council meeting on Tuesday morning the members motored to Totnes, going down the famous Dart in steamers to Dartmouth and returning to London and the North by train. The meeting was in every respect the most successful to date.

HORACE H. JACKSON, OF BRIDGE-
PORT, RETIRES.

AFTER 31 years' activity in the book business on Main street, Horace H. Jackson, of Bridgeport, Conn., is to retire, having transferred the book and stationery business at 986 and 988 Main street to Frank L. Chamberlain and H. L. Shropshire, who will conduct it under the firm name of the Jackson Bookshop. The transfer was consummated July 1. Mr. Jackson's retirement is due partly to his health and partly to the fact that the business has grown too large for one man to handle and he has been unable to secure a suitable partner or to form the proper corporation to carry it on. His plans for the future have not yet fully matured but he expects after a long vacation to engage in another line of business in this city.

Speaking of his retirement, Mr. Jackson said: "On September 1, 1882, I came to work in this business as temporary clerk for James Youngs. I was to remain six months and then be discharged. The business was then in the store next door at what was known as 3 Exchange Place. My employment continued after the six months I was engaged for. In 1885, Mr. E. W. Fairchild became a partner in the business, remaining until November, 1888, when he retired and I became a partner.

"On June 10, 1894, I took the business over. April 1, 1909, I moved the business into the present store. For several years the business has been bigger than a one man's business.

"I have planned my life in schedules of ten years and when I was 50 I had planned to retire from the book business and get out doors. After all these years of indoor work an uncontrollable desire has grown on me in the past few years to get out doors."

Mr. Chamberlain, one of the men who takes over the business has had 25 years' experience in the book and stationery business. For 10 years he conducted a bookstore at Oneida, N. Y. He left there to go into the book department of Sibley, Lindsay & Curr at Rochester, N. Y. Later he was buyer for a Buffalo department store, for Shephard & Co., Providence, and LaSalle & Cook, Toledo. From Toledo Mr. Chamberlain came to Bridgeport.

A NORTHWEST TRADE ASSOCIATION.

ACCORDING to a report in the *Bookseller, Newsdealer and Stationer*, a quiet movement has been started for the organization of a northwestern booksellers' and stationers' association. The organization will not compete with any national bodies, but will act with them. The membership includes such firms as J. K. Gill Co., Lowman & Hanford, J. W. Graham & Co., and others who feel that they cannot always attend the sessions of the national associations on account of the distance and the time required.

RULING ON IMPORTS OF ATLASES.

IN the case of the Atlas Co., of New York. (T. D. 32892.)

A cardboard-bound collection of maps with the wording in the Greek language and without text, classified as maps under paragraph 416, tariff act of 1909, was claimed dutiable as books printed chiefly in languages other than English (par. 518).

The protest was overruled by Fischer, G. A.

OBITUARY NOTES.

FRED S. MADISON, the son of Edward Madison, the Montclair, N. J., bookseller, who has been for seven years identified with his father's business, the Edward Madison Company, as Vice-President and Treasurer, died on Sunday the 29th of June. His special work was as manager of the Art Department and as such he was known for his progressive qualities and such attention to details of the business as augured well for his future. He was in his thirty-seventh year, and was

brought up in Montclair and identified more or less with the business since boyhood.

PERIODICAL NOTES.

THE *Bookseller, Newsdealer and Stationer* came out last week with a new cover dress.

THE PUBLISHERS' WEEKLY has just received the neatly bound first volume of *The Autograph*, "a bimonthly magazine for literary and historical collectors," published by P. F. Madigan, the well-known New York autograph dealer. Although primarily, of course, an advertising house organ, *The Autograph* is embellished with so many excellently chosen reproductions of autographic material as to be of permanent value to all autograph collectors.

Good Dressing, the publication featuring Ladies' Home Journal Patterns, which has been published by the Curtis Publishing Company for the past year, will be discontinued as a magazine after the August issue appears. After August, *Good Dressing* will carry neither editorial nor advertising matter, but will be continued as a catalogue of Ladies' Home Journal Patterns. Coincident with the announcement of the withdrawal of *Good Dressing* in magazine form, the Curtis Publishing Company announces that, beginning in October, they will issue a five-cent monthly to be called *Home Journal Fashions*. According to Edward W. Hazen, advertising director of the Curtis Publishing Company, the new magazine will have more than two-thirds of its contents devoted to news and practical discussions of dress questions, entirely divorced from the pattern business.

JUDGE HAND in the United States Court last week denied a motion made by the E. A. Strout Farm Agency, a concern which sells farms by mail, for an injunction restraining the Rural Publishing Company, publishers of the well known farm journal, the *Rural New Yorker*, from publishing threats to expose the plaintiff's method of doing business and also from writing letters to its customers. The judge, in his opinion, laid down some interesting dicta on the libel law as concerning periodicals. "There is no reasonable room to believe the defendant's motive is merely to injure the plaintiff," he said. "The motive may be mixed and may consist of a desire to increase the circulation of the paper and also to protect its readers and expose such as may practice upon their credulity. This is a very admirable purpose in a newspaper. The refusal of the plaintiff's advertising long before this controversy became acute is a corroboration of that motive." The difference between the *Rural New Yorker* and the Strout concern is one of long standing.

LITERARY AND TRADE NOTES.

ROMAIN ROLAND, playwright, historical writer and novelist, on June 5th was awarded the Literary Grand Prize of \$2,000 by the French Academy.

FRANK H. VIZETELLY, associate editor of the Funk & Wagnalls' New Standard Dictionary of the English language, and author, has sailed for Europe for a six weeks' tour.

NORMAN DUNCAN, author of "Going Down from Jerusalem," has just returned from a long trip to Australia, New Zealand, and Tasmania, where, together with the artist George Harding, he has been collecting material for a series of articles which will appear in Harper's Magazine.

D. APPLETON & Co. announce for immediate publication "The Whistling Man," by Maximilian Foster, "Degarmo's Wife," by David Graham Phillips, "The Psychology of Laughter," by Boris Sidis, "A Handbook of Wireless Telegraphy," by James Erskine Murray, and the final volume of John Bach McMaster's "A History of the People of the United States."

THE American Sunday-School Union, of Philadelphia, offers two thousand dollars, in three prizes, for three books. One thousand is to be awarded for the best original work on "Christian Unity: Jesus Christ's Idea of It and Why It Should Be Realized To-day." For the two best treatises on "Amusements: How Can They Be Made to Promote the Highest Well-Being of Society," prizes of six hundred and four hundred dollars are offered. It is required that the work on "Christian Unity" treat the subject in a strictly practical manner, and that the discussions upon "Amusements" be in harmony with the ideals of Christ. Forty to seventy thousand words each is the stipulated size of the volumes.

A CLEAR and stimulating discussion of the tariff question, which is perennially timely, has just appeared from the house of A. C. McClurg & Co. The writer, Amasa M. Eaton, is a firm exponent of free trade, and the book bids fair to exert no little influence in favor of a tariff for revenue only. Another notable McClurg publication is "The Making of a Town," by Frank L. McVey, President of the University of North Dakota. The book is calculated to make clear some of the more essential features of town growth and the need of careful planning. In four of the eleven chapters, President McVey discusses what he calls the fundamental considerations in town structure: health, schools, morals, and business.

CUPPLES & LEON COMPANY announce some Autumn and Holiday books which should interest the trade. The "masterpiece" gift book for children, "A Woodland Party," full of pictures, is something unique. In it the children are invited to a delightful party at which Mother Goose and her funny friends appear. A new Buster Brown Book and "Mr. Twee Deedle," a series of New York Herald prize pictures by John B. Gruelle, bound uniform with the Buster Brown Books, are also announced. The woman who likes to look well—and there are quite a few—will take an interest in Mrs. Jane Ford's "Home Dressmaking," a book which may profitably be suggested at the "anything else?" point of transaction. A new volume in the *Racer Boys Series*, one of the *Great Marvel Series*, and a new line called "The Boys' Outing Library" are just off the press and promise well.

A LARGE number of important new books, largely importations, are offered by Scribner's. In the field of biography are a superbly illustrated life of the artist, Sir Thomas Lawrence, by Sir Walter Armstrong; a life of the Rt. Hon. Sir Alfred Comyn Lyall, author and diplomat, by Sir Mortimer Durand; and the second volume of "The Diary of Frances Lady Shelley, 1818-1873," edited by Richard Edgcumbe. The historical volumes comprise the twenty-seventh yearly number of "The Naval Annual, 1913," edited by Viscount Hythe; "Italy To-day," by Bolton King and Thomas Okey; "Burma under British Rule," by Joseph Dautremer, translated by Sir James George Scott; "Holland of the Dutch," by Demetrius C. Boulger; and "In Byways of Scottish History," by Louis A. Barbé. The literary group includes two interesting volumes of anecdote, "The Book of Glasgow Anecdote," edited by D. Macleod Malloch, and "The Book of Edinburgh Anecdote," edited by Francis Watt; "The Works of Francis Thompson," in three volumes, and "The Collected Poems of Alice Meynell."

BUSINESS NOTES.

BERKELEY, CAL.—W. A. Perrin, stationer and bookseller, is enlarging and improving his store, as a result of increased business.

BRENNHAM, TEX.—The Knolle Book and Stationery Store has been conveyed to L. Landgray, who will move the stock to his own store.

CINCINNATI, O.—The Cut-Rate Book Co. has moved from 20 E. 7th Street to 113 W. 7th Street.

TACOMA, WASH.—M. R. Martin Company, booksellers, have sold out to Martin Berg & Co.

HOUSTON, TEX.—Teetshorn's new book and stationery store, in the Beatty Building, Main Street, opened for business last week. Many visitors inspected the stock, which covers a wide range and is thoroughly up-to-date.

NAPA, CAL.—W. L. Griffiths, bookseller and stationer, has sold out to A. E. Cameron.

SAN FRANCISCO, CAL.—Gierisch & Connelly, booksellers, have dissolved partnership, and the business in the future will be conducted by Wm. Gierisch, Jr.

SAN FRANCISCO, CAL.—Rideau & Lydixsen, booksellers, have sold out to H. C. Rogers.

ST. JOHN, N. B.—The book store of Gray & Richey, which was recently destroyed by fire, was covered by insurance.

THOMASVILLE, GA.—The firm name J. E. Robinson & Co. has been changed to the Robinson Stationery Co.

TORONTO, CANADA.—McLeod & Allen have removed to their new premises at 264 King St. West, next to the Royal Alexandra Theatre.

TULARE, CAL.—S. H. Rosenthal, the well-known bookseller and stationer, has been exonerated from all blame in a recent automobile accident which resulted in the death of one automobilist.

WOODLAND, CAL.—Hughes & Lee have been succeeded by Hughes & Co., Incorporated.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Baker, Ernest A. A guide to the best fiction in English. New ed. enl. and thoroughly revised. N. Y. Macmillan. 12+813 p. O. \$6 n.

This is a new edition of "A descriptive guide to the best fiction, British and American," published in 1903. Includes translations from 25 nationalities. Index.

Baptist Congress. Proceedings of 30th annual session of the Baptist Congress held at Ithaca, N. Y. 1912. Chic., Univ. of Chic. c. 282 p. 8°, pap. 50 c. n.

Barbé, Louis A. In byways of Scottish history. N. Y. Scribner. 7+371 p. por. O. \$3 n.

Contents: Mary, Queen of Scots; The four Marys; Mary Fleming; Mary Livingston, Mary Beton; Mary Seton; Song of Mary Stuart; Maister Randolph's fantasie; First "Stuart" tragedy and its author; Loretto; Isle of May; Edinburgh and her patron saint; Rock of Dumbarton; James VI, as statesman and poet; Invasion of Ailsa Craig; Story of a ballad—"Kinmont Willie"; Raid on the wee Cumbræ; Riotous Glasgow; Old Scottish army; Story of the "long-tail" myth. Index.

Barbour, Ralph H: Partners three; il. by C. M. Relyea. Chic. M. A. Donohue. c. 330 p. D. \$1.

Adventures of three boys who went treasure hunting, and while not finding great wealth, managed to have a fine summer sailing about, and had some excitement with it all.

Bertenshaw, T. H. Longman's modern French course. Pt. 1, containing reading lessons, grammar, passages for repetition, exercises and vocabularies; with il. by D. M. Payne. N. Y., Longman's. 6+162 p. D. 50 c.; Teacher's ed., 65 c.

Björkman, Edwin. Voices of to-morrow; critical studies of the new spirit in literature. N. Y. Kennerley. c. 328 p. D. \$1.50 n.

Studies of Strindberg, Björnson, Selma Lagerlöf, Francis Grierson, Maeterlinck, Bergson, Gissing, Joseph Conrad, Robert Herrick, and Edith Wharton. Author "finds the principal mark of the period on which we have just entered in a tendency to find truth on both sides of a controversy."

Black, Alex. Thorney; front. by Orson Lowell. N. Y., McBride, Nast. c. 306 p. 12°, \$1.25 n.

Black, N. H., and Davis, Harvey Nathaniel. Practical physics for secondary schools; fundamental principles and applications to daily life. N. Y. Macmillan. c. 9+487 p. il. pors. D. \$1.25 n.

First author is science master, Roxbury Latin School, Boston; second, assistant professor of physics, Harvard University.

Boulger, Demetrius C: de Kavanagh. Holland of the Dutch. N. Y. Scribner. 10+268 p. il. pors. D. \$1.50 n.

By author of "Belgium of the Belgians." *Contents:* Land we call Holland; William of Orange; Dutch constitution; Court and society; Rivers and canals; Law and justice; Education; Dutch army; Dutch navy; Holland's colonial empire; Revenue, finance and debt; Commerce, railways, and industry; Agriculture; Religion and the churches; Amusements and fêtes; Literature and journalism; Art; Music, etc.

Breitenbach, Louise Marks. Alma's sophomore year; a sequel to "Alma at Hadley hall;" il. by J. Goss. Bost., L. C. Page. c. 4+303 p. 12° (Hadley hall ser.), \$1.50.

Brooks, Amy. Lady Linda; with il. by the author. Chic., M. A. Donohue. c. 248 p. D. \$1.

Campbell, Cyril. The Balkan war drama. N. Y., McBride, Nast. 206 p. 12°, \$1.40 n.

Church (The) scout's prayer book; with an introd. by the Archbishop of Canterbury. N. Y. Longmans. 64 p. T. 15 c. n.

Collett, Anthony. Country rambles round London; with precise directions for fifty routes, and descriptions of features of interest. N. Y., McBride, Nast. 265 p. map. 12°, \$1 n.

Cornford, Leslie Cope. William Ernest Henley. Bost., Houghton Mifflin. 5+109 p. por. S. (Modern biographies), 75 c.

Brief biography discussing the influence of his time on Henley, then giving details of his life and finally discussing his critical, journalistic and poetical work.

Costello, F: Hankerson. The girl with two selves. Chic., McClurg. c. 3+335 p. D. \$1 n.

Story deals with dual personality. A rich American, traveling in Egypt, meets a young woman who, under the influence of a delusion, claims him as her husband. To save her from the possibly fatal effects of her mental trouble, he agrees with her father to act the part until she resumes her normal identity. Upon their return to America the girl's true personality asserts itself; but meanwhile the man has fallen in love with the personality which he first knew. A rival appears, and a complex drama is worked out to a fitting climax.

Cruikshank, J. W., and Cruikshank, Mrs. A. M. Christian Rome. 2d ed. rev.; with 32 reproductions from photographs. N. Y., McBride, Nast. 396 p. plans, 16° (Grant Allen's historical guides), \$1.50.

Formerly published by Henry Holt & Co.

Umbrian cities of Italy. New ed. Bost., L. C. Page. c. il. 8°, \$1.75 n., bxd.

D'Autremer, Joseph. Burma under British rule; tr. with an introd. by Sir G: Scott; with 24 illustrations. N. Y., Scribner. 391 p. map. O. \$3.75 n.

Author was Consul for France at Rangoon and knows the country well. His book is somewhat like an ideal consular report giving information as to the races, physical geography, executive divisions and towns, the administration, products, trade, tributary states, etc. Index.

Davis, Emory. Important issues of the day. N. Y. [The author, 298 Broadway]. c. 104 p. O. pap., 50 c.

Contents: The trusts—the best for our country; Roosevelt policies and the \$20,000,000 fine, cause of the 1907 panic; The panic of 1903; Selling abroad cheaper than at home; The tariff question; Who pays the tariff; Tariff for revenue only; The rise and fall in wages; Our merchant marine; High cost of living result of competition; The practical solution to the high cost of living; The effect upon the public of large trust profits; The income tax; Party platforms and party pledges; Banking and currency; Public opinion.

Day, Rev. Lal Beharé. Folk-tales of Bengal; with 32 il. in colour by Warwick Goble. [N. Y.], Macmillan. '12. 14+273 p. Q. \$5.25 n.

Stories told by old women in India. Handsomely illustrated in color.

De Bary, R: The mystical personality of the church; a study in the original realism of Christ's religion; with an introd. by Rev. P. N. Waggett. N. Y., Longmans. 23+88 p. D. 90 c. n.

On the church as a mystical inter-relation between Christ and His people.

Dunlop, Rob., ed. Ireland under the Commonwealth; being a selection of documents relating to the government of Ireland from 1651 to 1659; ed. with historical introd. and notes. 2 v. [N. Y., Longmans.] 176+282; 78+238-753 p. O. (Univ. of Manchester pubs., historical ser.), \$8 n.

Durand, Sir H: Mortimer. Life of the Right Hon. Sir Alfred Comyn Lyall. [N. Y., Scribner.] 14+492 p. il. pors. O. \$6.50 n.

Alfred Comyn Lyall was born in 1835, educated at Eton and the East India Company's College at Haileybury, and went to India in 1855. He was there during the Mutiny, helped to quell it and restore order, and served in the Indian Civil Service for years. On his return to England he was appointed to the Council of India, later made a privy councillor. He was author of "Warren Hastings," and contributor to periodicals. He died in 1911. Index.

Eaton, Amasa Mason. Free trade vs. protection. Chic., McClurg. c. 12+297 p. D. \$1 n.

Argument for free trade, meaning a tariff for revenue only, and an emphatic exposure of the mistakes and evils of protection, meaning special privilege for the few, and the spoliation of the many. Index.

Eddy, Arth. Jerome. The new competition; an examination of the conditions underlying the radical change that is taking place in the commercial and industrial world—the change from a competitive to a co-operative basis. New ed. Chic., McClurg. c. 4+379 p. Q. \$1.50 n.

Everyday happiness. Chic., Reilly & Britton. '12. bds., 75 c.; bxd.; leath., \$1.50, bxd.

Findlay, J. J., ed. The Demonstration School record no. II.; the pursuits of the Fielden School. [N. Y., Longmans.] 25+283 p. il. O. (Manchester Univ. educational ser.), \$1.60 n.

Fleming, Guy. Life's little tragedies. N. Y., Longmans. 6+222 p. D. \$1.25 n.

Short stories.

Fletcher, Orlin Ottman. An introduction to philosophy. N. Y., Macmillan. c. 17+420 p. (6 p. bibl.) D. \$1.60 n.

By professor of philosophy, Furman University, Greenville, S. C.

Gallizier, Nathan. The hill of Venus; pictures by E. H. Garrett; decorations by P. Verburg. Bost., L. C. Page. c. 8+3-335 p. D. \$1.35 n.

By author of "The sorceress of Rome," etc. Romance of the thirteenth century in the times of the great Ghibelline wars, and deals with the fortunes of Francesco Villani, a monk, who has been coerced by his dying father to bind himself to the Church through a mistaken sense of duty, but who loves Ilaria, one of the famous beauties of the Court at Avellino.

Gies, W: Frederic. Graded French method. N. Y., Holt. c. 10+438 p. D. \$1.15.

By associate professor of Romance languages in University of Wisconsin.

Gurney, Mrs. Dorothy Frances. Poems. N. Y., Scribner. 13+111 p. D. bds., \$1.75 n.

Haas, Paul, and Hill, T. G. An introduction to the chemistry of plant products; with diagrams. N. Y., Longmans. 12+401 p. O. \$2.25 n.

Hathaway, Esse Virginia. Cromwell, England's uncrowned king; with 4 full-page pors. from paintings; and 51 text il. by Carle Michel Boog. Chic. and N. Y., Rand, McNally. c. 12. 10+177-13 (Little lives of great men), 35 c.

Written for young people by instructor in English, Des Moines High School.

Hauptmann, Gerhart Johann Robert. [The dramatic works of Gerhart Hauptmann. Author. ed.; ed. by Ludwig Lewisohn. v. 2, Social dramas. N. Y., Huebsch. c. 12+523 p. D. \$1.50 n.

Contents: Introduction; Drayman Henschel; Rose Bernd; The rats.

Havell, Ernest Binfield. A handbook to Agra and the Taj, Sikandra, Fatehpur-Sikri and the neighbourhood; with 14 il. from photographs and 4 plans. 2d ed., rev.; with appendix. N. Y., Longmans. '12. 12+147 p. D. \$1.50 n.

Hirschfield, I. H., M.D. The heart and blood-vessels; their care and cure; and the general management of the body. N. Y., Funk & W. c. 12-336 p. D. \$1.25 n.

Tells how to lead happy, efficient life even when the heart is sick and blood-vessels hardened. Discusses correct management of body in regard to work, play, sleep, food, sex, climate and the different values in life; and shows the way to reconstruct one's system after it has been mismanaged.

Holley, Horace. The inner garden; a book of verse; decorations by Bertha Herbert Holley. Bost., Sherman, French. c. 133 p. D. bds., \$1 n.

Holmes, Mrs. Georgiana Klinge, ["G. Klinge," pseud.]. The sail which hath passed and other poems. Bost. Sherman French. c. 115 p. D. \$1 n.

Hopkins, Alfr. Modern farm buildings; being suggestions for the most approved ways of designing the cow barn, dairy, horse barn, hay barn, sheepcote, piggery, manure pit, chicken house, root cellar, ice house, and other buildings of the farm group, on practical, sanitary and artistic lines. N. Y., McBride, Nast. c. 206 p. il. plans. pls. 8°, \$3 n.

Hornibrook, Isabel. A scout of to-day. Bost., Houghton-Mifflin. c. 290 p. il. D. \$1 n.

Story for boys, which, aside from its interest as a tale, shows the good the experience gained by membership in the Boy Scouts can do an active, fun-loving boy in average surroundings.

Hughes, H: Golf for the late beginner. N. Y., McBride, Nast. 94 p. il. 16°, 60 c. n.

Hungerford, E: Gertrude; front. by G. Brehm. N. Y., McBride, Nast. c. 5+385 p. 12°, \$1.25 n.

Hyndman, H: Mayers. Further reminiscences. [N. Y.], Macmillan. '12. 9+545 p. O. \$5 n.

Sequel to "Record of an adventurous life," covering years 1880-1912. Author is English Socialist, and his friendships include G. Bernard Shaw, W. T. Stead, and Labouchere. Index.

Hythe, T: Allnutt Brassey, Viscount, ed. The naval annual, 1913. [N. Y., Scribner.] 6+520 p. il. plans, tabs. O. \$6 n.

Jenkins, E. H. The hardy flower book; ed. by F. W. Harvey. N. Y., Scribner. 14 + 143 p. il. pls. tabs. O. ("Country Life" lib.), \$1 n.

Pt. 1, deals with principal uses of hardy flowers in the garden, and includes special detailed particulars of important families like phlox, delphiniums, etc., showing proper grouping for borders. Pt. 2, consists of an alphabetical list of all hardy herbaceous flowers that are worth growing, with essential points for their cultivation. Pt. 3, tabulated lists of hardy plants for all conceivable purposes, giving their color, height, time of flowering, etc.

Jones, Sydney R. Old houses in Holland; text and illustrations by Sydney R. Jones; with some additional plates in color after other artists; ed. by C. Holme. N. Y., J. Lane. 8 + 152 p. Q. (International Studio), \$3 n.; pap., \$2.50 n.

King, Bolton, and Okey, T. Italy to-day. New and enl. ed. N. Y., Scribner. 12 + 414 p. (7 p. bibl.) O. \$2 n.

Knox, Martin Van Buren, D.D. The religious life of the Anglo-Saxon race. Bost., Sherman, French. c. 536 p. O. \$2 n.

Purpose of this work to trace the forces of the religious life that have aided the English-speaking race to become so mighty and successful. It shows how in various fields of its civilization these forces have been present and active. Many means beside the distinctly church beliefs and practices have helped in that elevation. Book is not a church history. Denominations share in it only as they have shown the religious life or have neglected it. Index.

Larsen, Christian. Exercises in farm dairying; an elementary manual for agricultural high schools and colleges; a practical guide for farmers and dairying. N. Y., Wiley. 8°. (Wiley technical ser.; ed. by J. M. Jameson.) loose leaf or pamphlet form, ea., 2 c.; complete manual, \$1.

Lien, Arnold Johnson. Privileges and immunities of citizens of the United States. N. Y., Longmans. c. 95 p. O. (Columbia Univ. studies in history, economics and public law), 75 c.

Contents: Pt. 1, Salient features of the American federal system; Citizenship under the American system; Pt. 2, Privileges and immunities: Before the fourteenth amendment; After the fourteenth amendment; The other view; Pt. 3, Summary and conclusion—Concluding definition. Appendix contains tables of cases, etc.

Lillie, Fk. Rattray. Embryology of the chick and the pig; laboratory outlines. Chic., Univ. of Chic. c. 14 + 49 p. 12°, pap., 25 c. n.

McBride, Rob. Medill, ["Rob. Medill," pseud.]. A little book of Brittany. N. Y., McBride, Nast. c. 7 + 96 p. pls. 16°, 75 c. n.

Mace, W. Harrison. Lincoln, the man of the people; with 4 half-tone il. from photographs and 58 pictures by Homer W. Colby. Chic. and N. Y., Rand, McNally. c. 12. 11 + 191 p. S. (Little lives of great men), 35 c.

Written for young readers by professor of history in Syracuse University.

McVey, Fk. Le Rond. The making of a town. Chic., McClurg. c. 6 + 221 p. (5 p. bibl.) D. \$1 n.

Essentials of town-planning, health, schools, morals, recreation, business, government, and what organizations and advertising can do to help—all as related to the small community—are given in this book of practical suggestions by president of University of North Dakota. Index.

Malloch, D. Macleod. The book of Glasgow anecdote. N. Y., Scribner. 11 + 370 p. pors. O. \$2 n.

Collection of stories illustrative of the manners and customs of the inhabitants of Glasgow from the beginning

of the eighteenth century to modern times, full of interesting and amusing anecdotes of church, university medical, legal, municipal, and commercial life.

Mansfield, Milburg Francisco, and Mansfield, Blanche McManus. Romantic Ireland; il. by B. McManus. New ed. Bost., L. C. Page. c. 8°, \$1.75 n., bxd.

Maycock, F. W. Orby, comp. An outline of Marlborough's campaigns; a brief and concise account, il. by 9 sketch maps and plans. N. Y., Macmillan. 40 + 203 p. D. (Special campaign ser.), \$1.60 n.

Covers the years 1702-1711. With chronological outline.

Robinson, Arth. W., D.D. The response of woman to her call to-day. N. Y., Longmans. 20 p. S. 40 c. n.

Short address on the religious attitude toward suffrage question.

Rolt-Wheeler, Fs. W. Nimrod; a drama. Bost., Lothrop, L. & S. c. 12. 7 + 90 p. 8°, \$1 n.

Root, Elihu. Experiments in government and the essentials of the constitution. Princeton, N. Y., Princeton Univ. c. 4 + 83 p. D. (Stafford Little lecture ser.), \$1 n.

People of United States have entered upon a period of reexamination of their system of government. Not only are political parties denouncing old abuses and demanding new laws, but essential principles embodied in the constitution are questioned and denied. Book presents observations on this process and concludes that while laws must alter to suit shifting conditions, the basic and essential characteristic of our ordered liberty should remain.

Russell, T. Herb. The Panama Canal; glimpses of the world's greatest engineering feat linking the Atlantic and Pacific oceans; with a brief history and description of the gigantic undertaking. Chic., Laird & Lee. c. 25 p. pls. obl. T. 50 c.; pap., 25 c.

Swept by mighty waters; il. true to life. Chic., Laird & Lee. c. 326 p. D. \$1.

Ryan, Mrs. Marah Ellis Martin, comp. Pagan prayers. Chic., McClurg. c. 120 p. D. \$1 n.

Sanderson, Marg. Love. Captain Becky's winter cruise. Chic., Reilly & Britton. c. 12. 259 p. front. 12°, (Captain Becky ser.), 60 c.

Saunders, C. Fs. Under the sky in California; il. from photographs mainly by C. F. and E. H. Saunders. N. Y., McBride, Nast. c. 7 + 299 p. pls. 8°, \$2 n.

Saylor, H. Hodges. The book of annuals; a pictorial guide to the choice and culture of fifty of the most dependable plants that flower the first year from seed. N. Y., McBride, Nast. c. 127 p. il. 12°, \$1.25 n.

Serl, Emma. In the animal world; il. by Harry E. Wood. N. Y., Silver, Burdett. c. 232 p. D. (Serl ser. supplementary readers), 42 c.

Shakespeare, W. Works: Tudor Shakespeare; ed. by W. Allan Wilson Neilson and Ashley Horace Thorndike. N. Y., Macmillan. c. fronts. T. ea., 25 c. n.; leath., 55 c. n. V. 38, The second part of Henry the sixth; ed. by C. H. Barnwell.

Shelley, Frances Winckley, Lady. The diary of Frances, Lady Shelley, ed. by her grandson, R. Edgcumbe. v. 2. N. Y., Scribner. 9 + 424 p. il. pors. facsim. fold. tab. O. \$3.50 n.

Concluding volume contains records of social and political events, by Lady Shelley, who had exceptional

opportunities for judging the characters and peculiarities of the famous men and women of her time. Added interest is connected with this volume by the fact that in later years Lady Shelley was honored by the friendship of Queen Victoria, who was charmed by her conversation, paid her frequent visits, and happened to be present when she died. Index.

Smith, Harriet Lummis. Peggy Raymond's vacation; or, Friendly Terrace transplanted; il. by J. Goss. Bost., L. C. Page. c. 324 p. D. \$1.50.

Country house where the girls spend the summer is the scene of varied experiences, some amusing, some exciting, several new characters are introduced.

Stockton, Fs. R. Stories of the Spanish Main; adapted from Fk. R. Stockton's Buccaneers and pirates of our coast; il. by G. Varian and B. West Clinedinst. N. Y., Macmillan. c. '97, '98. 5+232 p. il. map, D. 40 c. n. Supplementary reader.

Stringberg, August, i. e., Johan August. The confessions of a fool. Bost., Small, Maynard. 319 p. 12°, \$1.35 n.

Tanner, Arth. Edm. Tobacco, from the grower to the smoker. N. Y., Pitman. 10+118 p. il. double map. 12° (Pitman's common commodities of commerce), 75 c.

Thurston, Ernest Temple. The open window; il. by C. Robinson. N. Y., Appleton. c. 322 p. D. \$1.35 n.

Love fantasy, full of happy philosophy and touches of sentiment, of two people who took refuge from the noise and turmoil of the city, in a quiet English vicarage.

Trawick, Arcadius McSwain. The city church and its social mission; a series of studies in the social extension of the city church. N. Y., Assn. Press. c. 8+166 p. (4 p. bibl.) D. 60 c.

By secretary of Student Department International Committee Y. M. C. A. Studies on family life, the public care of children, the problem of charity, the labor problem, social, vice and miscellaneous religious agencies, discussing the city church's opportunities and responsibilities in regard to each.

Trevelyan, G. Macaulay. The life of John Bright. Bost., Houghton Mifflin. 10+480 p. il. pors. O. \$4.50 n.

Authoritative life of John Bright, whose political activities covered so long a period, though it was not until 1868, when fifty-seven, that he took office. As a member of Parliament, in no connection with any official party, for thirty years he wielded an immense influence. The Corn Law agitation, the Crimean War, our Civil War, and the winning of the franchise for the workingman, are chief incidents of his career. Book contains many extracts from his speeches and letters. Index.

Tricker, W. Making a water garden. N. Y., McBride, Nast. c. 4+51 p. pls. 16° (House and garden making books), 50 c. n.

Triggs, H. Inigo. Garden craft in Europe. N. Y., Scribner. 11+332 p. (10 p. bibl.) il. pls. plans, Q. \$15 n.

Account of development of garden-craft in Europe, with many illustrations and plans. Index.

Trowbridge, Ada Wilson. The home school; with an introd. by Randall J. Condon. Bost., Houghton Mifflin. c. 16+97 p. D. (Riverside educational monographs), 60 c. n.

Describes an experiment, which, during the past two years, has been conducted in the Providence, R. I. school system. A house was secured and fitted up so that the girls might have their instruction in domestic science and homemaking under normal conditions in a home, instead of in classrooms, however well equipped.

Vollmer, W. A., ed. A book of distinctive interiors. N. Y., McBride, Nast. c. '12. 128 p. il. plans. 8°, \$1 n.

Contents: Planning the living-room, by A. R. Ellis; Designing the dining-room, by A. R. Ellis; Decorating

and furnishing the bedroom, by Margaret Greenleaf; The problem of the bathroom, by A. R. Ellis; The proper treatment for the nursery, by Sarah L. Coe; Characteristic halls and stairway types; Planning the kitchen, by J. E. Miller.

Walton, G. Lincoln, M.D. Calm yourself. Bost., Houghton-Mifflin. c. 45 p. S. 50 c. n.

Lecture delivered in March at Harvard Medical School under title "How to cultivate emotional poise in a strenuous age." Book is helpful and wise, with more than a touch of humor.

Warner, Harnette Young. The story song book; music by Frances Porter Ross; ed. by Catherine E. Cook. Chic., Open Court. c. '12. 40 p. il. 8°, \$2 n.

Watt, Fs. The book of Edinburgh anecdote. N. Y., Scribner. 9+292 p. pors. O. \$2 n.

The heroics and the follies, the greatness and the littleness, the wit and the humor, of famous, or even infamous, citizens of the great Scottish capital are here presented in a lively manner.

Williston, S. Lectures on commercial law and the law of negotiable instruments, 1912-1913. [Bost., Wright and Potter Pr.] c. 2+250 p. 8°, \$5.

Wilson, Fs. H. Coal; handbook. N. Y., Pitman. '12. 129 p. il. 12° (Common commodities of commerce ser.), 75 c.

Wilson, J. Fleming. The princess of Sorry Valley. N. Y., Sturgis & W. c. 12° \$1.25 n.

Tad Sheldon, boy scout; stories of his patrol; with il. by Dougherty. N. Y., Sturgis & W. c. 231 p. D. \$1 n.

Nine stories in which the hero of "Tad Sheldon, second class scout," appears, lending a helping hand everywhere, a fun-loving, capable boy.

Wilson, T. P. Cameron. The friendly enemy. N. Y., Putnam. 6+363 p. D. \$1.25 n.

Story of London slum life, full of the consciousness of social wrong and a keen realization of the herculean difficulties in the way of righting it. Bill Wilder is first met when sixteen; he has an inarticulate groping after better things; his friend Seely knows what he wants and finds a means to his end, while a third youth blindly strives for love and meets ruin. In all their lives Dixon, a rich man whose hobby is trying to give people a chance to attain their heart's desire, plays a leading part.

Woods, E. S. Modern discipleship. N. Y., Assn. Press. c. 192 p. 12° (Men and religion ser.), 75 n.

Woolley, Rev. Reginald Maxwell. The bread of the eucharist. Milwaukee, Young Church 8+79 p. pls. Q. (Alcuin Club tracts) \$1.80.

Contents: The uses of the church before the schism of East and West; The Controversy between East and West; England; The Eastern churches (with certain documents).

Worth, Claud. Yacht cruising. N. Y., Outing. 272 p. pls. maps. 8°, \$2.50 n.

Wright, Richardson Little, and Digby, G. Bassett. Through Siberia; an empire in the making. N. Y., McBride, Nast. c. 5+260 p. pls. map. 8°, \$2 n.

Wylie, Ida Alena Ross. Dividing waters. N. Y., Grosset & D. c. 12° (Popular copy-rights) 50 c.

Yates, Lucy H. The gardener and the cook. N. Y., McBride, Nast. 10+259 p. il. 12°, \$1.25 n.

Yorke, Philip Chesney. The life and correspondence of Philip Yorke, Earl of Hardwicke, Lord High Chancellor of Great Britain. Chic., Univ. of Chic. 1950 p. pls. 8°, \$13.50 n.



The Publishers' Weekly

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Ludwig Rosenthal's Antiquarian Bookstore, Hildegardstrasse 14, Munich, Germany. Enquiries solicited.

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Back Numbers of Magazines supplied by HENRI GERARD, 83 Nassau St., New York.

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BOOKS WANTED

Allen Book & Printing Co., 454-456 Fulton St., Troy, N. Y.

Trans. Amer. Soc. Civil Engineers, vols. 1 to 14.

Cassier's Magazine, Dec., 1912.

Popular Science Monthly, Nov., 1912.

Engineering News, any numbers.

T. C. Allen & Co., 124-126 Granville St., Halifax, N. S.

Our Flag, its History and Changes from 1620 to 1896, 3d ed., pub. New Haven, 1897.

The Flag of the U. S. of America, by George Henry Prebble, 1880.

Rock Excavation, Gillette, last ed.

American Baptist Publication Society, 107 S. Wabash Ave., Chicago.

Talmage's Sermons.

Absaraka, the Land of Massacre, by Margaret Carrington.

American Baptist Publication Society, 514 N. Grand Ave., St. Louis.

Historical Romance of George Ebers, vol. 2.

Shackelford's Baptist History.

American Press Co., Baltimore, Md.

Life and Death in Rebel Prisons, by Robt. H. Kellogg.

History of 78th Ohio Regt., by Hugh Dunne.

Wm. H. Andre, 604 Kittredge Bldg., Denver, Colo. [Cash.]

Bendire, C., Life Histories of No. American Birds, 1892. Govt. Pub. Nat. Museum Special Bulletin No. 1, with colored plates.

Antlers Bookshop, 322 Royal St., New Orleans, La.

Ballou, Notable Thoughts About Women.

Jacobus, Eroto-Pathology.

Bailey's Book Store, Syracuse, N. Y.

Olney, Genealogy, pub. by E. L. Freeman Co.

Library Journal, Feb., 1888; Aug., 1889.

William M. Bains, 1213-15 Market St., Philadelphia.

Larned, Ready Reference, 6 vols., cloth.

Sketch of the Origin and Progress of Steam Navigation, by Bennett Woodruff, London, 1848.

H. E. Barker, 419 Adams St., Springfield, Ill.

Gill's Commentary, Old and N. Test.

Battle in the Smoke.

Barnes, Notes on Revelation.

Bell Book & Stationery Co., 914 E. Main St., Richmond, Va.

Leslie, T. P., Coal and its Topography.

Stearnes, The Faith of Our Forefathers.

Letters of the Rt. Rev. John Hughes, by Kirwin, 1885.

Matthew Bender & Co., 511-513 Broadway, Albany, N. Y.

Laws and Ordinances of New Netherland.

N. Y. Civil Code, 1865.

Walker on Patents.

Jenkins' Clerks' Assistant, 1895.

Winthrop's Military Law.

Bobbs-Merrill Co., 34 Union Square, New York.

One Way Around the World, by Delight Sweetser.

Chas. L. Bowman & Co., 225 5th Ave., New York.

Plain Home Talks.

Vignettes in Rhyme, by Austin Dobson.

Box 74, Cambridge, Mass.

Coles, Accounts.

Hill's and Ford's Spanish Grammar.

Taussig's Principles of Economics, 2 vols.

Grandent's Italian Grammar, rev. ed.

Quote lowest price on one or more copies.

S. B. Bradt, 234 W. 63d St., Chicago, Ill.

Booklovers Mag., N. Y., Dec., 1904.

Motion Picture Handbook, any.

Kinzie, Wau Bun.

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H. M. Braun, 1618 Belmont Ave., East St. Louis, Ill.
Lewis, Aboriginal Portfolio, part 10, containing 8 plates; plate 17, View of the Great Treaty held at Prairie Du Chien, Sept., 1825; plate 49, a view of the Butte des Morts Treaty Ground, 1827.
Tait prints, colored.

Brentano's, 5th Ave. and 27th St., New York.
A Pilgrimage to Treves, Chas. E. Anthou.
Dr. Thomas Arnold's Notes on Beowulf.
Warnes Bijou Biography, by Wm. John Gordon.
Dr. Hartman's Cosmology or Secret Symbols of the Rosicrucians of 16th and 17th Centuries.
Painter of Souls, Lisle.
N. P. Willis' Prose Writings.
Mischief Book, by Wm. Busch.
Episodes in Life of Adventure, Oliphant.
Love Poems, pub. R. H. Woodward, Baltimore, 1893.
Chamber's Tribute to the Scotch Irish.
Morrison Among the Scotch Irish.
Geo. Peele's Dramatic Works.
Two in Arcadia, Finch.
Memoirs of War of '76, Gen. Henry.
Lee-Light Horse Harry, Gen. Robt. E. Lee.
Childe of Paris, English.
Life of Lee, Col. Chas. Marshall.
Foundation of all Reform, Cargue.
Darby O'Gill and the Good People, Templeton.
Memoir of Joseph Curtis, Sedgwick.
Goodrich, S. G., School Hist. of Rome, ed. of 1870.
Goodrich, S. G., School Hist. of Greece, ed. of 1870.
Goodrich, S. G., School Hist. of France, ed. of 1870.
Goodrich, E. G., School Hist. of England, ed. of 1870.
Hood's Own, a collection of Prose and Poetry.

Brentano's, F and 12th Sts., Washington, D. C.
Fairbairn's Book of Crests, 1892 ed.
Fielder, Sketch of Life and Times of Joseph E. Brown, pub. in Springfield, Mass., 1883.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.
Strong, Genealogy.

Albert Britnell, 263-265 Yonge St., Toronto, Can.
[Cash.]

Journal of Geography, Univ. of Wisconsin, vol. 3.
No. 4.
Pancoast's Introduction to American Literature, 1898.
Reithmueller, Whitman and the Germans, Phila., 1906.
Lewis & Clark Travels, reprint.
Estelle, Uramie and Omega, all by Hammarion.

Edmund D. Brooks, 89 10th St. South, Minneapolis, Minn.

The Spell of the Yukon, Service, 1st ed.
The Trail of '98, Service, 1st ed.
Heart of the West, O'Henry, 1st ed.

Bryant & Douglas, 922 Grand Ave., Kansas City, Mo.

Edwards, Noted Guerillas or the Warfare of the Border.

John Byrne & Co., 1333 F St., N. W., Washington, D. C.

[Cash.]
Darby, International Arbitration.
Sen. Doc. New York, vol. 6, 113th Sess., 1890.
Assembly Doc. New York, vol. 7, 112th Sess., 1889.
North Carolina, Clark's Code of Civil Proceed., 1900.
Paul on Trade Marks, 1905.
Maryland State Reports, vol. 81.

Wm. J. Campbell, 1623 Chestnut St., Philadelphia.
Reminiscences of a Canoness.
Lyra Catholica.
The Fortunate Lovers, trans. by Machen.

M. E. Carlton Co., Flint, Mich.
Burne Jones, Dodge, blue cloth, Artist's series, fresh copy.

Carson, Pirie, Scott & Co., Chicago, Ill.
Prairie Flower, E. Bennett.
Leni-Leoti, sequel to above book.

Central Book Store, Harrisburg, Pa.
Holland, The Moth Book, Doubleday, Page & Co.

Chapman's Bookstore, 190 Peel St., Montreal, Can.
Nibelungen Lied, trans. and ed. by Cobb.

A. S. Clark, 218 Washington St., Peekskill, N. Y.
Collier's Illustrated Weekly, Sept. 20, 1902; April 20, 1907. \$1 each.

A. H. Clark Co., Caxton Bldg., Cleveland, O.
Butterfield, C., U. S. and Mex. Mail S. S. Line.
Chevalier, M. M., Mex. Before Conquest.
McCarty, J. H., 2,000 Miles Through Mex.
Negroes at Port Royal, Rept. of Pierce to Chase, 1862.
Reid, S. C., Jr., Scouting Expeds. of McCulloch.
Scott, Gen., and his Staff.
Wilson, R., New Hist. of Conquest of Mex.
James' Principles of Psychology, 2 vols.
Poole's Index to Periodicals, any vols. or set.
Reader's Guide to Periodicals, all vols.

W. B. Clarke Co., 26-28 Tremont St., Boston, Mass.
Municipal History of Town and City of Boston, J. Quincy, 1852.
Report of Finance Commission of Boston, vol. 6.

Cole Book Co., 85 Whitehall St., Atlanta, Ga.
Whom to Trust, by P. R. Earling.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
Tischendorf's Sinaitic Manuscripts.
Stoddard's Lectures.

Conder's Bookstore, 251 5th Ave., New York.
The Book of Commandments, 1833.
Yale Lyrics.
Minna, Wife of the Young Rabbi.
Loss of the Ship Albion.
Cowan's Self-Help.
Shakespeare's Sonnets, facsimile of 1640 ed.
I. C. S. Pen and Ink and Heating and Ventilation.

H. S. Crocker Co., 565-571 Market St., San Francisco, Cal.

Noble's Web of Indian Life, formerly pub. by Henry Holt & Co., or the Vedanta Pub. Co.

M. Curlander, 26 S. Gay St., Baltimore, Md.
Snyder's Great Speeches by Great Lawyers.
Madame Chrysanthemum, ills. by Leloir, state ed.

Cut-Rate Book Co., 20 E. 7th Ave., Cincinnati, O.
Appleton's Annual, 1901, 1902.
Clark, Antiquities of Tenn.
Haywood, Aboriginal Hist. of Tenn.

John F. Davies, Box 211, Butte, Mont.
Field, Eugene, The Tribune Primer, Taney-Wheeler.
Lübke, History of Sculpture.

Dawson's Bookshop, 518 S. Hill St., Los Angeles, Cal.

Arnold's History of the Origin of all Things.

Dixie Book Shop, 41 Liberty St., New York.

Personal Reminiscences Gen. R. E. Lee, Jones.
Life and Letters Gen. R. E. Lee, Jones.
Cabbages and Kings, O. Henry.
Heart of the West, O. Henry.
Life T. A. d'Aubigne, by G. Scott.
Clegg's Directory Booksellers.
Life Alex. Hamilton, Morse, 1876.
Four Centuries of Panama Canal.
Margraff's International Exchange.

Dodd & Livingston, 4th Ave. and 30th St., N. Y.
Report of N. Y. State Geologist for 1884.

James F. Drake, Inc., 4 W. 40th St., New York.
Symonds, Italian Literature, 2 vols., 1st ed.
Symonds, The Fine Arts, 1st ed.
O. Henry, Heart of the West, 1st ed.
Moore, Memoirs of My Dead Life, 1st ed.
Hearn, Stray Leaves from Strange Literature.

H. & W. B. Drew Co., Jacksonville, Fla.
Modern Painting, by George Moore.
Confederate Soldier in Egypt, by Wm. Wing Loring.
Mitchell's Geography, old ed., pub. about 1850.
Walker's English History, pub. about 1765.

Daniel Dunn, 677-679 Fulton St., Brooklyn, N. Y.
Grote's Greece, Harper, 12mo, black cloth.
Tyler, Primitive Culture, vol. 1.

BOOKS WANTED—Continued.

E. P. Dutton & Co., 681 5th Ave., New York.
Crowe, History of France, 1845.

**Eichelberger Book Co., 308 N. Charles St.,
Baltimore, Md.**

Reed, Christian Science, McClellan, 1898.
Myers, History of Tammany Hall.
Meyer, Nominating Systems.

**Paul Elder & Co., 239 Grant Ave., San Francisco,
Cal.**

Psychology of Crowds, by Le Bon. Macmillan.
Ezekiel, by Lucy Pratt. Doubleday, Page & Co.

H. W. Fisher & Co., 214 S. 15th St., Philadelphia.

Coleridge, Anima poetæ, Houghton.
Fourth Generation, by Valdes. Brentano's.

Gustav Fock, G. m. b. H., Leipzig.

Journal of Engl. and Germ. Phil., 1897 to 1912.
Modern Philology, vols. 1 to 9.
Journal of the Amer. Chem. Soc., vols. 1 to 34.
Journal of Comp. Neurology, vols. 4 to 6, 12, 13, 15.
Journal of the Amer. Soc. for Testing Materials,
1900 to 1912.
Richardson, Life and novels, 19 vols., 1902.
Foundry, 1892 to 1912.
Journal of Geology, vols. 1 to 19.
Railway Age Gazette, 1890 to 1911.
Early English Tract Society Rept.
Amer. Journal of Physiol., 1 to 29.
Journal of Exper. Medicine, 1 to 13.
Journal of the Amer. Med. Assn., 1 to 55.

W. Y. Foote Co., University Block, Syracuse, N. Y.
Analytical 5th Reader.

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Science, Jan. 12, 1894; Jan. 11, 1895; April 22, 1898; Aug. 11, Dec. 22, 1899.
Am. Naturalist, Jan., 1888; Feb., 1896; Jan., 1897.
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Book of Knowledge.

University of Chicago Press, Chicago, Ill.
1 Copy of Allen, Notes on the Bacon-Shakespeare Controversy, Houghton Mifflin Co., pub.

John Wanamaker, Philadelphia, Pa.
To Him That Hath, Scott.
Philo Judaeus, works, 4 vols., Bohn.

Raphael Weill & Co., Inc., San Francisco, Cal.
Le Bon, Psychology of Peoples, Macmillan, 1899.

Weinstock, Lubin & Co., Sacramento, Cal.
1 set Muhlbach in 18 vols., at about \$8 a set.

J. R. Weldin & Co., 429-431 Wood St., Pittsburgh.
Gen. Sheridan's Personal Memoirs, vol. 2, cloth, N. Y., 1888.

Otto Wiecker, 62 Pemberton Sq., Boston, Mass.
Mason, The Life and Works of Gilbert Stuart, Scribner, 1879.

Wilder's Bookshop, 46 Cornhill, Boston, Mass.
Robinson's, In the Greenwood.
Ballou's Weekly, long run or odd vols.
Gleason's Pictorial Companion, run or odd vols.

Frank L. Wiles, 424 Tremont Bldg., Boston, Mass.
Nimrod, The Horse and the Hound.
History of the American Turf, New York, 1898.
Goodwin's Turf Guide.
Krik's Guides.
Daily Telegraph Racing Charts, 1909-1912, inc.
Short Sixes, by Bunner.
Scrutator, Practical Lessons in Hunting and Sporting.
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American Photographic Annual, 1904. State whether bound or unbound.

Woodworth's Book Store, 1311 E. 57th St., Chicago.
R. Semons, In Australian Bush and on the Coast of the Coral Sea, Macmillan, 1899.
Mann's Optics.
Carlaw-Fourier Series and Integral, Macmillan.

Justin Wright, 2014 Hancock Ave., Chicago, Ill.
Herculaneum et Pompeii.
Fanin, The Royal Museum at Naples, some account, etc.

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Florida of To-day, Davidson, 1889.
Knick-Knacks, L. Gaylor Clark, N. Y., 1852.
Adventures of a French Gentleman, by G. W. Reynolds, 14 steel plates, London, 1844.
Biographical Sketches of Eminent Statesmen, by Samuel L. Knapp, Boston, 1821.
The Ancient City History of Annapolis in Maryland from 1649, E. S. Riely.
The Palace Beautiful and other poems, by O. C. Kerr, N. Y., 1865.
The Ways of Man, Dissertations, by Ezra Sampson Canadaiga, 1823.
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